

### Fresh Oranges:

#### Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during November 1999. The denominator represents the total number of FEU shipped, by all carriers, throughout the 1999 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, November 1999.

#### Market Share-November:

Each carrier's current market share is based on the number of containers shipped during November 1999. Source: PIERS, November 1999.

#### Market Share-CY 1999:

Each carrier's market share is based on the total number of containers shipped throughout the 1999 calendar year. Source: PIERS, 1999.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### Ocean Rates:

Ocean rates are applicable for February 15, 2000. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### **Container Rate:**

Container rates for Fresh Oranges are quoted on full 40-foot refrigerated containers unless otherwise noted.

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

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L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Oranges

Monthly Market Share For: November 1999

Month\Year: 40.0 \ 480.6

	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	   Size	ContainerRate
Hanjin	65%	61%	12 Days	\$2.58								1008 pkgs	. \$2,001
Hyundai	33%	26%	12 Days	\$1,700 <sup>1</sup>									\$1,700
APL	3%	9%	12 Days	\$2,300 <sup>1</sup>									\$2,300
Evergreen	0%	3%	10 Days										

<sup>1</sup> Rate is per container

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L.A./L.B./Oakland Ports To Hong Kong

### Fresh Oranges

Monthly Market Share For: November 1999

Month\Year: 96.2 \ 1,772.4

Month $\ensuremath{\text{Year: 96.2 \ 1}}$													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	e ARB	Cotton R.	Size	ContainerRate
COSCO	37%	14%	18 Days	\$2,210 <sup>1</sup>	\$160 <sup>1</sup>								\$2,370
NYK Line	28%	4%	15 Days	\$2,210 <sup>1</sup>	\$160 <sup>1</sup>								\$2,370
Evergreen	14%	3%	16 Days	\$1,900 <sup>1</sup>									\$1,900
Maersk	6%	16%	14 Days	\$2,510 <sup>1</sup>	\$160 <sup>1</sup>								\$2,670
APL	4%	19%	14 Days	\$2,510 <sup>1</sup>	\$160 <sup>1</sup>								\$2,670
Mitsui OSK	4%	3%	14 Days	\$2,510 <sup>1</sup>	\$160 <sup>1</sup>								\$2,670
Hanjin	3%	3%	13 Days	\$2,510 <sup>1</sup>	\$160 <sup>1</sup>			\$420 <sup>1</sup>					\$3,090
OOCL	2%	9%	15 Days	\$2,310 <sup>1</sup>	\$160 <sup>1</sup>								\$2,470
Hapag-Lloyd	1%	1%	15 Days	\$2.27				\$34					\$2,735
Hyundai	0%	13%	14 Days	\$2,510 <sup>1</sup>	\$160 <sup>1</sup>								\$2,670
Yang Ming	0%	8%	16 Days	\$2,200 <sup>1</sup>	\$160 <sup>1</sup>								\$2,360
P&O Nedlloyd	0%	3%	15 Days	\$2,210 <sup>1</sup>	\$160 <sup>1</sup>								\$2,370

<sup>1</sup> Rate is per container

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L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Oranges

Monthly Market Share For: November 1999

Month\Year: 4.0 \ 549.1

Month\Year: 4.0 \ 549.1													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	<b>BAF</b>	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container Rate
APL	75%	22%	22 Days	\$2,9001	\$160 <sup>1</sup>								\$3,060
OOCL	25%	10%	27 Days	\$2,700 <sup>1</sup>	\$160 <sup>1</sup>								\$2,860
Hyundai	0%	23%	28 Days	\$2,9001	\$160 <sup>1</sup>								\$3,060
Maersk	0%	17%	20 Days	\$2,900 <sup>1</sup>	\$160 <sup>1</sup>								\$3,060
P&O Nedlloyd	0%	14%	24 Days	\$2,6001	\$160 <sup>1</sup>								\$2,760
Mitsui OSK	0%	5%	23 Days	\$2,9001	\$160 <sup>1</sup>								\$3,060
Hanjin	0%	3%	19 Days	\$4.49	\$8			\$34					\$4,844
Hapag-Lloyd	0%	3%	22 Days	\$3.08				\$34					\$3,504

<sup>1</sup> Rate is per container

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L.A./L.B./Oakland Ports To Singapore

Fresh Oranges

Monthly Market Share For: November 1999

Month\Year: 16.6 \ 555.9

Market Share		Transit Time					Surcharg	ges:				
	Market Share CY		Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container <b>R</b> ate
46%	18%	21 Days	\$2,700 <sup>1</sup>	\$160 <sup>1</sup>		9%						\$3,103
36%	25%	21 Days	\$2,400 <sup>1</sup>	\$160 <sup>1</sup>		9%						\$2,632
18%	5%	21 Days	\$2,7001	\$160 <sup>1</sup>		9%						\$3,103
0%	16%	19 Days	\$2,700 <sup>1</sup>	\$160 <sup>1</sup>		9%						\$3,103
0%	12%	21 Days	\$2,7001	\$160 <sup>1</sup>		9%						\$3,303
0%	8%	21 Days	\$2,5751	\$160 <sup>1</sup>		9%						\$2,967
0%	6%	21 Days	\$2,400 <sup>1</sup>	\$160 <sup>1</sup>		9%						\$2,776
0%	4%	20 Days	\$3.08			10%	\$34					\$3,797
0%	3%	18 Days										
0%	3%	17 Days	\$2,6751	\$160 <sup>1</sup>		9%						\$3,076
	Share  46% 36% 18% 0% 0% 0% 0% 0%	Share         Share CY           46%         18%           36%         25%           18%         5%           0%         16%           0%         8%           0%         6%           0%         4%           0%         3%	Share         Share CY         Time           46%         18%         21 Days           36%         25%         21 Days           18%         5%         21 Days           0%         16%         19 Days           0%         12%         21 Days           0%         8%         21 Days           0%         6%         21 Days           0%         4%         20 Days           0%         3%         18 Days	Share         Share CY         Time         Ocean Rate           46%         18%         21 Days         \$2,700¹           36%         25%         21 Days         \$2,400¹           18%         5%         21 Days         \$2,700¹           0%         16%         19 Days         \$2,700¹           0%         12%         21 Days         \$2,700¹           0%         8%         21 Days         \$2,575¹           0%         6%         21 Days         \$2,400¹           0%         4%         20 Days         \$3.08           0%         3%         18 Days	Share         Share CY         Time         Ocean Rate         BAF           46%         18%         21 Days         \$2,700¹         \$160¹           36%         25%         21 Days         \$2,400¹         \$160¹           18%         5%         21 Days         \$2,700¹         \$160¹           0%         16%         19 Days         \$2,700¹         \$160¹           0%         12%         21 Days         \$2,700¹         \$160¹           0%         8%         21 Days         \$2,575¹         \$160¹           0%         6%         21 Days         \$2,400¹         \$160¹           0%         4%         20 Days         \$3.08           0%         3%         18 Days	Share         Share CY         Time         Ocean Rate         BAF         CY           46%         18%         21 Days         \$2,700¹         \$160¹           36%         25%         21 Days         \$2,400¹         \$160¹           18%         5%         21 Days         \$2,700¹         \$160¹           0%         16%         19 Days         \$2,700¹         \$160¹           0%         12%         21 Days         \$2,700¹         \$160¹           0%         8%         21 Days         \$2,575¹         \$160¹           0%         6%         21 Days         \$2,400¹         \$160¹           0%         4%         20 Days         \$3.08           0%         3%         18 Days	Market Share         Market Share CY         Transit Time         Ocean Rate         BAF         CY         CAF           46%         18%         21 Days         \$2,700¹         \$160¹         9%           36%         25%         21 Days         \$2,400¹         \$160¹         9%           18%         5%         21 Days         \$2,700¹         \$160¹         9%           0%         16%         19 Days         \$2,700¹         \$160¹         9%           0%         12%         21 Days         \$2,700¹         \$160¹         9%           0%         8%         21 Days         \$2,575¹         \$160¹         9%           0%         6%         21 Days         \$2,400¹         \$160¹         9%           0%         4%         20 Days         \$3.08         10%           0%         3%         18 Days	Market Share         Market Share CY         Transit Time         Ocean Rate         BAF         CY         CAF         THC           46%         18%         21 Days         \$2,700¹         \$160¹         9%           36%         25%         21 Days         \$2,400¹         \$160¹         9%           18%         5%         21 Days         \$2,700¹         \$160¹         9%           0%         16%         19 Days         \$2,700¹         \$160¹         9%           0%         12%         21 Days         \$2,700¹         \$160¹         9%           0%         8%         21 Days         \$2,575¹         \$160¹         9%           0%         6%         21 Days         \$2,400¹         \$160¹         9%           0%         6%         21 Days         \$2,400¹         \$160¹         9%           0%         4%         20 Days         \$3.08         10%         \$34           0%         3%         18 Days	Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Recommend           46%         18%         21 Days         \$2,700¹         \$160¹         9%           36%         25%         21 Days         \$2,400¹         \$160¹         9%           18%         5%         21 Days         \$2,700¹         \$160¹         9%           0%         16%         19 Days         \$2,700¹         \$160¹         9%           0%         8%         21 Days         \$2,700¹         \$160¹         9%           0%         8%         21 Days         \$2,575¹         \$160¹         9%           0%         6%         21 Days         \$2,400¹         \$160¹         9%           0%         4%         20 Days         \$3.08         10%         \$34           0%         3%         18 Days	Market Share         Market Share CY         Transit Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB           46%         18%         21 Days         \$2,7001         \$1601         9%         \$1601 <td>Market Share         Market Share CY         Transit Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.           46%         18%         21 Days         \$2,700¹         \$160¹         9%           36%         25%         21 Days         \$2,400¹         \$160¹         9%           18%         5%         21 Days         \$2,700¹         \$160¹         9%           0%         16%         19 Days         \$2,700¹         \$160¹         9%           0%         12%         21 Days         \$2,700¹         \$160¹         9%           0%         8%         21 Days         \$2,700¹         \$160¹         9%           0%         8%         21 Days         \$2,575¹         \$160¹         9%           0%         6%         21 Days         \$2,400¹         \$160¹         9%           0%         4%         20 Days         \$3.08         10%         \$34           0%         3%         18 Days</td> <td>Market Share         Market Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.         Size           46%         18%         21 Days         \$2,700¹         \$160¹         9%         \$180°</td>	Market Share         Market Share CY         Transit Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.           46%         18%         21 Days         \$2,700¹         \$160¹         9%           36%         25%         21 Days         \$2,400¹         \$160¹         9%           18%         5%         21 Days         \$2,700¹         \$160¹         9%           0%         16%         19 Days         \$2,700¹         \$160¹         9%           0%         12%         21 Days         \$2,700¹         \$160¹         9%           0%         8%         21 Days         \$2,700¹         \$160¹         9%           0%         8%         21 Days         \$2,575¹         \$160¹         9%           0%         6%         21 Days         \$2,400¹         \$160¹         9%           0%         4%         20 Days         \$3.08         10%         \$34           0%         3%         18 Days	Market Share         Market Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.         Size           46%         18%         21 Days         \$2,700¹         \$160¹         9%         \$180°

<sup>1</sup> Rate is per container

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L.A./L.B./Oakland Ports To Tokyo/Yokohama, Japan

Fresh Oranges

Monthly Market Share For: November 1999

Month\Year: 23.1 \ 804.5

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Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	35%	34%	13 Days	\$2,440 <sup>1</sup>	\$160 <sup>1</sup>		50%						\$3,820
Mitsui OSK	23%	4%	11 Days	\$2,540 <sup>1</sup>	\$160 <sup>1</sup>		50%						\$3,970
Maersk	19%	12%	10 Days	\$2,5401	\$160 <sup>1</sup>		50%						\$3,970
APL	10%	4%	11 Days	\$2,540 <sup>1</sup>	\$160 <sup>1</sup>		50%						\$3,970
Hyundai	4%	2%	14 Days	\$2,540 <sup>1</sup>	\$160 <sup>1</sup>		50%						\$3,970
P&O Nedlloyd	4%	2%	15 Days	\$2,2401	\$160 <sup>1</sup>		50%						\$3,520
K Line	4%	2%	10 Days										
Yang Ming	0%	15%	16 Days	\$2,200 <sup>1</sup>	\$160 <sup>1</sup>								\$2,360
Cho Yang	0%	10%	14 Days	\$3,350 <sup>1</sup>									\$3,350
Evergreen	0%	9%	16 Days	\$2,450 <sup>1</sup>	\$160 <sup>1</sup>								\$2,610
NYK Line	0%	3%	11 Days	\$2,240 <sup>1</sup>	\$160 <sup>1</sup>		50%						\$3,520

<sup>1</sup> Rate is per container

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